

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 TRSE-00 CIAE-00 INR-07 NSAE-00

VO-03 SCA-01 SP-02 L-03 DHA-02 /038 W

----- 056560

R 090830Z DEC 76

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 3746

INFO USDOC WASHDC UNN

C O N F I D E N T I A L BERLIN 7244

USDOC FOR BEWT

E.O.11652: GDS

TAGS: BTRA,, &3, EEWT

SUBJECT: GDR AGAIN SEEKS U.S. AGREEMENT TO PROLONGED
STAYS BY TECHNICAL SALES PERSONNEL

1. AT THE FOREIGN TRADE MINISTRY DECEMBER 8 ON
ANOTHER MATTER, ECON/COMM OFFICER WAS TOLD THAT
WHILE FOREIGN TRADE STATE SECRETARY BEIL WAS IN
WASHINGTON, HE HAD RECEIVED THE IMPRESSION THAT PENDING
CONCLUSION OF A CONSULAR AGREEMENT, THE US MIGHT BE WILLING
TO WORK OUT A FORMULA THAT
WOULD PERMIT GDR TECHNICIANS TO REMAIN IN THE UNITED
STATES WITH FAMILIES FOR TECHNICAL SERVICE ON GDR
EXPORT MACHINERY SOLD BY US AGENTS. THE GDR WISHED TO
SUBMIT TWO SUCH APPLICATIONS FOR VISAS NEXT WEEK, ONE
FOR AN EMPLOYEE OF UNITECHNA WHO WOULD SERVICE
PRINTING MACHINERY, AND ONE FROM CARL ZEISS.

2. ECON/COMM OFFICER SAID THAT ACCOUNTS HE
HAD OF THE WASHINGTON CONVERSATIONS SUGGESTED THAT
THE GDR HAD BEEN TOLD IT REMAINS US POLICY NOT TO
ALLOW THE ESTABLISHMENT OF GDR COMMERCIAL OFFICES
IN THE UNITED STATES UNTIL OTHER QUESTIONS IN
THE BILATERAL RELATIONSHIP HAVE BEEN RESOLVED; AND
THAT WE VIEW GDR SERVICE REPRESENTATIVES AS
EQUIVALENT TO OFFICES. EMBOGG SAID HE COULD NOT
ADVISE GDR ON WHETHER OR NOT TO SUBMIT APPLICATIONS,
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BUT THAT HIS UNDERSTANDING OF BEIL'S CONVERSTIONS

IN WASHINGTON PROVIDED NO BASIS FOR THE EXPECTATION THAT THE US WOULD RESPOND FAVORABLY.

3. MINISTRY OF FOREIGN TRADE OFFICER (FRIEDRICH) SAID HE WAS SORRY TO HEAR THAT INTERPRETATION, WHICH WAS DIFFERENT FROM THAT OF THE GDR EMBASSY IN WASHINGTON. FRIEDRICH SAID THE PERSONNEL ARE TECHNICAL AND WOULD NOT BE A SALES OFFICE; AND THAT WITHOUT SUCH PERSONNEL, THE GDR HAS GREAT DIFFICULTY DEMONSTRATING THAT IT IS ABLE TO SUPPLY MACHINERY OF A HIGH TECHNICAL STANDARD. FRIEDRICH SAID THAT IF ECON/COMM OFFICER HAD AN OCCASION TO CHECK WITH WASHINGTON ON THIS POINT, HE WOULD APPRECIATE CONFIRMATION.

4. COMMENT: FRIEDRICH'S REFERENCE TO THE GDR EMBASSY IN WASHINGTON IN CONNECTION WITH A MATTER ON WHICH BEIL HAS FIRST-HAND KNOWLEDGE IS SOMEWHAT PUZZLING. IN ANY EVENT THE GDR WISHES TO TEST THE WATER AGAIN, PROBABLY HOPING THAT THE ATMOSPHERE HAS IMPROVED SUFFICIENTLY TO BREAK LOOSE US PERMISSION FOR ITS "SALES ENGINEERS" TO SET UP HOUSEKEEPING IN THE US. FOR THE EMBASSY'S PART, WE CONTINUE TO BELIEVE THAT APPROVAL OF THE REQUEST COULD ENCOURAGE THE GDR TO BE FORTHCOMING IN AREAS OF INTEREST TO US, E.G. RESOLUTION OF HUMANITARIAN CASES, AND WE RECOMMEND THAT FRIEDRICH BE TOLD THAT IF HIS APPLICANTS MEET OTHER US CRITERIA, THAT THEY AND MEMBERS OF THEIR FAMILIES COULD BE ISSUED VISAS FOR PROLONGED STAYS. POLANSKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORTS, CONSULAR AGREEMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: BoyleJA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BERLIN07244
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760455-0405
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761256/aaaabvye.tel
Line Count: 91
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: BoyleJA
Review Comment: n/a
Review Content Flags:
Review Date: 28 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 APR 2004 by MartinML>; APPROVED <19 AUG 2004 by BoyleJA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GDR AGAIN SEEKS U.S. AGREEMENT TO PROLONGED STAYS BY TECHNICAL SALES PERSONNEL
TAGS: BTRA, EEWT, GC
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006